

Message Text

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ORIGIN XMB-04

INFO OCT-01 ARA-14 ISO-00 CAB-05 CIAE-00 COME-00
DODE-00 DOTE-00 EB-08 INR-10 NSAE-00 FAA-00 L-03
TRSE-00 /045 R

XMB

DRAFTED BY XMB: T.A. CHAPMAN
APPROVED BY ARA/AND/E:JAALLITTO
XMB: R.C. CRAFTON
EB/IFD/ODF:TPARKER
-----101874 241549Z /46

R 241512Z MAY 78
FM SECSTATE WASHDC
TO AMEMBASSY QUITO

UNCLAS STATE 131873

E.O. 11652:N/A

TAGS:EGEN EC

SUBJECT:EXIMBANK FINANCING FOR ECUATORIANA PURCHASE
OF WIDE-BODY JET

REFERENCE: QUITO 3159

1. EXIMBANK REPS VISITED ECUATORIANA MAY 3 TO ADVISE
FINANCE V.P. COLONEL CAMACHO THAT EXIMBANK IS NOW MORE
FLEXIBLE IN ITS FINANCING OF WIDE-BODIED JET AIRCRAFT.
DECISION BETWEEN EXIMBANK LOAN OR EXIMBANK GUARANTEE
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OF PRIVATE BANK LOAN OR PEFCO FINANCING MADE CASE BY
CASE. EXIMBANK CONSIDERS ROUTE STRUCTURE AND OTHER
FEATURES OR AIRLINE LIKELY TO AFFECT ITS DECISION BETWEEN
AIRBUS AND U.S. JETS RATHER THAN RELYING ON SUPERIOR
RANGE AND OTHER THEORETICAL ADVANTAGES NOT ACTUALLY
IMPORTANT TO EVERY AIRLINE.

2. CAMACHO HOPES MINFIN WILL REQUEST LOAN TO GOE FOR
AIRLINE AFTER REVIEWING STUDY PREPARED BY AIRLINE. HE

WAS AWARE OF TERMS OF RECENT EXIMBANK LOAN FOR AVIANCA BOEING 747 WHICH WERE 20 PERCENT CASH, 40 PERCENT EXIMBANK LOAN, 40 PERCENT PRIVATE BANK (CITIBANK) REPAYMENT OVER 10 YEARS.

3. CAMACHO WAS ENCOURAGED TO APPLY FOR PRELIMINARY COMMITMENT TO ASSIST HIM IN EXPEDITING FORMAL LOAN APPLICATION FROM FINMIN. HE AGREED TO SEND SOON FINANCIAL STATEMENTS AND CERTAIN OTHER INFORMATION WITH LETTER REQUESTING PRELIMINARY COMMITMENT.

4. FULL REPORT OF EXIMBANK VISIT WILL BE POUCHED WITHIN TWO-THREE WEEKS. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
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Current Classification: UNCLASSIFIED
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Draft Date: 24 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: T.A. CHAPMAN
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ISecure: 1
Legacy Key: link1978/newtext/t19780523/aaaaatgb.tel
Line Count: 75
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Litigation Codes:
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Message ID: 3c164597-c288-dd11-92da-001cc4696bcc
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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